

Quarterly Report July 15, 2012



As outlined in the Agreement between the UCF Research Foundation and the Volusia County Economic Development, UCFBIP-Daytona Beach International Airport is to submit quarterly reports to the County. The UCFBIP must show the amount of space leased, the types of businesses present, jobs created, and the number of workshops held.

TABLE OF CONTENTS

Summary Report_____	3
Incubator Metrics and Current Clients _____	4
Jobs Created per Month_____	5
Training and Conference Rooms Use _____	5
Incubator Presentations and Educational Events_____	5-6
Interviewed Partners_____	6
Anchor Tenants_____	6
Number of Visitors_____	6
Rented Space _____	6
Client Profiles_____	7-8

Summary Report

During the second quarter of 2012 the UCFBI at DBIA operation kept progressing as planned. Several interviews and meetings with potential clients were completed. As a result, two new clients joined the incubator and four more clients are taking the EIE class.

A full-day Funding Symposium was held on April 12, 2012 with 45-50 people in attendance. This event provided valuable information on funding options and the attendees' evaluation indicated high ratings on the topics and methodology. Five of the participant companies expressed interest in joining the incubation program.

Also, we did a CEO Roundtable meeting on May 31, 2012 in which we delivered a workshop for the incubator clients. We had two consultants with experience in business turnaround. They taught the clients how to launch and grow a Business. During the session we also had an E-mail Marketing consultant who gave a presentation about Social Media.

During the second quarter, four of the current incubator clients pitched to multiple investors and three of them got approved to receive funding. An order of magnitude of the approved investment rounds to \$300,000.

In addition, we programmed an open house/showcase of the existing companies to be displayed as part of the first anniversary of the incubator. Highlights of the anniversary observance will include the announcement of the Entrepreneur-of-the-Year Award, the inauguration of the Entrepreneurs' Wall, tours of the 9,600-square-foot facility, and the business and website launch of an incubator client, www.Best3Bids.com, a company that provides bids for construction projects.

The event, sponsored in part by Cobb Cole Attorneys at Law and SunTrust Bank, is going to promote the importance of entrepreneurship for the community and is planned to be an occasion to promote the entrepreneurial spirit of Volusia County.

1. Incubator Metrics By Quarter:

Metrics	3Q11	4Q11	1Q12	2Q12
# of Jobs	6	11	20	24
# of Companies	3	6	9	11
# of Interviewed Prospects	30	8	12	10
# of Companies Applied	23	5	6	4
# of Companies Accepted	4	2	3	3
Graduate Companies	0	0	1	0

2. Current Clients:

Company Name	Status	Company Website
1. AbM Engineering	On-site client	www.AbMengr.com
2. Best iProducts	On-Site Client	www.THEiERAISER.com
3. B3B	On-Site Client	www.Best3Bids.com
4. Black Creek Financial	On-Site Client	
5. Choose Rain	On-Site Client	www.chooserain.com
6. Healthy You Medical & Wellness Centers	On-Site Client	www.HYCenters.com
7. Bounce Forward	On-Site Client	
8. Network Custom Guns	Off-Site Client	www.betterfirearmsdesign.com
9. The Body Shield	On-Site Client	www.TheBodyShield.com
10. Delta Dynamic Developments	On-Site Client	
11. Klein-Yaney Media - Start July 1	Off-Site Client	www.K-YMedia.com
12. Festival Designs - Start July 1	On-Site Client	

3. Jobs Created per Month

Daytona Incubator	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12
Company						
1. AbM Engineering	4	4	4	4	4	4
2. Best iProducts	1	2	2	2	5	5
3. B3B	1	1	1	1	1	2
4. Choose Rain			4	3	2	2
5. Black Creek Financial	3	3	3	3	3	3
6. Delta Dynamic Developments					1	1
7. Healthy You Centers	3	3	3	3	3	3
8. Network Custom Guns	1	1	1	1	1	1
9. The Body Shield		1	1	1	1	1
10. Natures Water Systems - dropped out			1	1	1	0
11. Bounce Forward – Started June 1						2
12. Klein Yaney Media- Start July 1						
13. Festival Designs – Start July 1.						
Total	13	17	20	19	22	24

4. Training and Conference Room Use:

Company Name
<ol style="list-style-type: none"> 1. Funding Symposium – Full-Day Event – April 12, 2012 2. CEO Roundtable 3. Social Media 4. Client Staff Meetings – 3 5. Clients Use of Rooms – approx. 8 6. Client Review– 2 7. Staff CRM training 8. CEO Roundtable – 2 9. Hispanic Chamber of Commerce

10. Potential Client (AD&D)
11. City of Daytona Beach – Economic Dev. Advisory Board
12. Daytona Beach Chamber of Commerce
13. FATS Mtg. (Federal Aviation...thru NextGen)
14. Toastmasters – Officers Meeting
15. Investor w/Clients
16. Space Discovery Institute

Incubator Presentations and Educational Events

Company Name

- Hispanic Chamber of Commerce
- City of Daytona Beach – Economic Dev. Advisory Board
- Daytona Beach Chamber of Commerce
- FATS Mtg. (Federal Aviation...thru NextGen)

5. Interviewed Partners

Company Name

- D'onofrio Business Consulting

6. Anchor Tenants

Company Name

- SBDC – PTAC / Derek Hudson
- Virtual Entrepreneur Center 1 office - (effective July 1, 2012)

7. Number of Visitors: 250+

8. Rented Space as of June 30, 2012: 1473 sq. ft. = 42% of rentable space filled

9. CLIENT PROFILES:

AbM Engineering, a firm that offers engineering services to small businesses who otherwise can't afford or don't have the need for full-time engineers. The company, which specializes in mechanical, aerospace, drafting and software engineering, also offers CAD training and lean consulting. Founded in 2003, AbM is owned by Dr. Magdy Attia.

With 28 years of experience in construction management, **Best3Bids'** owner Mike Bowen has created a web-based company that simplifies the process of getting three bids for construction projects. Consumers can choose from 90 categories in the home-improvement and construction industries. B3B LLC also assists contractors by connecting them with potential customers.

Robert Skelton's **Best iProducts.com LLC** developed the iEraser™ as the company's flagship product. The iEraser™ is unparalleled in its ability to clean fingerprints and smudge from glass-screened tablets, monitors and flat screen TVs.

Better Firearms Designs Inc. is a gun manufacturer owned by Cliff Benjamin who has a patent on a gas-retarded blowback system that provides a cost-effective way to refit 1911 pistols.

Mike Panebianco's **Bounce Forward LLC** is a new firm that offers e-training for educational institutions, businesses and personal use. Bounce Forward delivers online courses to niche industry markets, such as an English-as-a-second-language course for the hospitality industry.

Choose Rain LLC, a company that collects and bottles rainwater in biodegradable and recyclable bottles, has an Ormond Beach facility that can capture 2.2 million gallons of

rainwater annually from its 75,000-square-foot roof. Owner Larry Curran said the eco-friendly water is an alternative to other bottled waters on the market.

Delta Dynamic Developments (3-D), a company started by Florida Eye Research and Surgical Therapy (F.E.R.S.T.) Institute owner Dr. Allen T. Jackson, has developed a new eye drop for dry eyes and is working on other medically-related products to enhance and maintain health.

Festival Designs, LLC -- owned by CEO Scott Chesley -- is an innovative company that specializes in festival creation and management. Festival Designs provides consulting, design management and measurement systems for all aspects of festival operations.

Founded by Jeremy Durfee, **Healthy You Medical and Wellness Centers** offers affordable, innovative options that improve members' access to primary-care medical services, while creating a healthier approach to life through educational and coaching services.

Klein-Yaney Media LLC, a creative new-age integrated media company, offers advertising and marketing solutions from concept to completion. Media strategist and CEO Kimberly Yaney boasts a full-service product line.

Brian Hartley, owner of **The Body Shield Inc.**, developed a hygienic workout towel made from pine that is designed for the health and fitness industry. The company has numerous celebrity and other endorsements, and has plans for several other products in the future.